Neutral Posture, Inc.
Income Statement - 2021

		January	February	March	April	May	June	July	August	Total
	Sales & Other Income:									
400	Gross Sales - Seating/Acces	$400,701	$314,611	$429,681	$419,400	$358,664	$504,035	$367,691	$497,098	$3,291,880
401	Gross Sales - Systems	$105,023	$358,503	$282,655	$33,278	$125,932	$180,846	$243,516	$64,835	$1,394,588
415	Freight Charged Customer	$9,657	$7,737	$10,440	$12,267	$4,898	$14,742	$10,611	$5,067	$75,420
417	Fuel Surcharge	$0	$0	$0	$0	$0	$0	$0	$0	$0
418	Teaming Admin Fee	$0	$0	$0	$0	$0	$0	$0	$0	$0
419	Teaming Revenue	$0	$0	$38,424	$0	$0	$0	$0	$0	$38,424
420	Other Income (Expense)	$624,595	$2,720	$460	$1,930	$730	$19,109	$2,700	$1,312	$653,555
	Net Sales	$1,139,975	$683,572	$761,660	$466,875	$490,224	$718,731	$624,519	$568,311	$5,453,867
DM%	Cost of Sales:	$0	$0	$0	$1	$0	$1	$0	$1	$1
500	Direct Material - Seating/Acces	$175,800	$144,211	$143,330	$213,555	$170,936	$316,939	$179,610	$260,757	$1,605,137
501	Direct material - Systems	$71,105	$152,553	$127,850	$24,398	$67,374	$67,805	$73,703	$50,372	$635,160
505	Freight Out	$58,652	$55,842	$90,392	$58,731	$57,542	$49,438	$73,886	$58,258	$502,741
510	Freight In	$11,895	$8,901	$23,931	$33,095	$39,625	$7,363	$11,550	$31,930	$168,290
513	Installation Expense	$10,610	$9,083	$13,494	$14,706	$13,611	$12,340	$10,790	-$70,584	$14,051
515	Labor & Related	$92,035	$109,131	$115,097	$99,433	$103,814	$83,544	$96,845	$107,532	$807,431
520	401-K Expense	$0	$0	$0	$0	$0	$0	$0	$0	$0
525	HSA Contributions - Actual Medical	$0	$0	$0	$0	$0	$0	$0	$0	$0
530	Bonus Expense	$0	$0	$0	$0	$0	$0	$0	$0	$0
535	Depreciation & Amortization	$22,736	$22,736	$22,594	$22,567	$22,537	$22,626	$22,611	$25,063	$183,470
540	Warranty Expense	$6,877	$5,589	$3,236	$3,087	$1,860	$5,418	$2,759	$1,489	$30,315
545	Research & Development	$2,760	$0	$15,132	$3,649	$278	$101	$39	$561	$22,520
550	Insurance	$9,055	$3,549	$1,334	$29,027	$17,418	-$3,611	$12,586	$11,517	$80,875
555	Supplies	$13,544	$6,400	$2,757	$8,853	$5,036	$421	$3,643	$6,727	$47,382
560	Scrap/Obsolete Inv.	$2,885	$5,569	$590	$108	$101	$24	$235	$681	$10,192
564	Teaming COGS	$0	$0	$0	$0	$0	-$56,556	$0	$1,012	-$55,544
565	Other COS	$14,323	$8,635	$9,337	$12,872	$8,844	$6,716	$7,244	$3,439	$71,411
	Total Cost of Sales	$492,279	$532,198	$569,071	$524,079	$508,976	$512,570	$495,500	$488,756	$4,123,430
	Gross Profit	$647,696	$151,373	$192,589	-$57,204	-$18,753	$206,162	$129,018	$79,556	$1,330,437
GP%		$0	$0	$0	$0	$0	$0	$0	$0	$0
	Selling General & Admin:									
600	Wages & Related	$57,901	$69,494	$64,004	$73,059	$71,157	$67,379	$74,161	$74,865	$552,019
605	401-K Expense	$0	$0	$0	$0	$0	$0	$0	$0	$0
610	HSA Contributions - Actual Medical	$0	$0	$0	$0	$0	$0	$0	$0	$0
615	Bonus Expense	$0	$0	$0	$0	$0	$0	$0	$0	$0
620	Depreciation & Amortization	$8,319	$8,319	$8,307	$8,305	$8,302	$8,310	$8,308	$8,152	$66,321
625	Internal M&E	$67	$453	$21	$0	$0	$0	$0	$197	$738
630	Business Travel	-$52	$145	$4,914	$29	$7	$40	$4,450	$2,831	$12,364
635	Marketing/Advertising	$1,519	$1,330	$2,386	$1,998	$1,694	$1,681	$1,694	$1,658	$13,960
640	Commissions	$36,354	$48,041	$58,460	$33,291	$31,394	$69,509	$53,591	$40,538	$371,178
645	Conventions	$0	$0	$0	$636	$0	$0	$130	$0	$766
650	Showrooms	$0	$0	$0	$0	$0	$0	$0	$0	$0
655	Spiffs	$2,148	$855	$1,195	$1,583	$7,330	$815	$1,900	-$2,875	$12,951
660	Novation & Dealer Rebates-Fees	$741	$6,421	$3,070	$1,675	$0	$158	$2,061	$10	$14,136
665	Other Sales Expense	$2,245	$1,510	-$186	$1,592	$1,257	$1,466	$2,384	$1,434	$11,702
670	Samples/Evals	$1,477	$4,185	$9,028	$4,211	$1,460	$7,755	-$4,949	$0	$23,167
680	Bad Debt Expense	$0	$0	$0	$0	$0	$0	$0	$0	$0
685	Dues, Subscriptions & Licenses	$691	$662	$495	$1,708	$746	$546	$4,399	$1,471	$10,720
690	Professional & Legal Fees	$2,084	$4,787	$459	$7,709	-$5,888	$15,316	$11,144	$11,256	$46,867
695	Accounting Fees	$500	$500	$500	$2,000	$2,500	$2,500	$5,000	$3,000	$16,500
700	Consulting Fees	$10,566	$602	$12,966	$9,526	$6,133	$5,664	$7,821	$7,150	$60,428
705	Communication & Utilities	$7,998	$6,499	$4,478	$7,685	$4,028	$5,773	$7,356	$6,004	$49,820
715	Office Expenses	$14,095	$9,144	$10,921	$10,743	$9,100	$9,196	$5,842	$8,471	$77,513
720	Charitable Contributions	$0	$1,710	$132	$181	$339	$0	$1,233	$0	$3,596
725	Insurance	$3,330	$1,331	$737	$9,676	$4,260	$183	$4,494	$4,132	$28,143
730	Property Taxes	$8,000	$8,000	$8,000	$8,000	$9,682	$8,000	$8,000	$8,000	$65,682
740	Financial Fees	$3,409	$4,046	$6,545	$4,454	$3,642	$4,327	$889	$3,423	$30,735
745	Other SG&A	$18,784	$3,963	$4,095	$4,868	$1,253	$2,390	$706	$2,611	$38,669
	Total SG&A	$180,179	$181,996	$200,527	$192,930	$158,395	$211,008	$200,614	$182,328	$1,507,976
SGA%		$0	$0	$0	$0	$0	$0	$0	$0	$0
	Net Operating Inc(Loss)	$467,518	-$30,622	-$7,938	-$250,134	-$177,148	-$4,846	-$71,595	-$102,773	-$177,539
NOI%		$0	$0	$0	-$1	$0	$0	$0	$0	$0
	Other Income(Expense):									
800	Interest Income	$0	$0	$0	$0	$0	$0	$0	$0	$0
805	Gain/(Loss) on Sale of Asset	$0	$0	$0	$0	$0	$0	$0	$0	$0
810	Misc. Income (Expense)	$19,418	$28	$0	$0	$0	$0	$0	$0	$19,446
815	Translation Gain/Loss	$0	$0	$0	-$6	-$8	-$3	$2	-$2	-$16
820	Interest Expenses	-$12,433	-$12,790	-$8,335	-$8,537	-$8,247	-$8,182	-$8,433	-$9,048	-$76,006
	Total Other Inc(Exp)	$6,985	-$12,762	-$8,335	-$8,543	-$8,255	-$8,185	-$8,431	-$9,050	-$56,576
	Income(Loss) before Tax	$474,503	-$43,384	-$16,273	-$258,678	-$185,402	-$13,031	-$80,026	-$111,823	-$234,114
	Add back Depreciation and Amortization	$31,056	$31,056	$30,901	$30,872	$30,838	$30,935	$30,919	$33,214	$249,791
	real income									$15,676